

Product Specialist

Pathology

We are looking for an energetic Product Specialist responsible for sales of Pathology products in Sweden. It's a full-time position placed at our offices in Stockholm.

The Position

Your tasks will include sales and support of AH diagnostics' product range in all of Sweden, maintaining and creating customer relationships as well as planning and coordinating marketing activities. You get help from Nordic application specialists and a professional marketing team. As part of the AH team, you can develop your own knowledge of the latest technologies in the field. The customer base is a mix of clinical and life science customers within the public and private sectors. This is an exciting opportunity to grow an already well-established area for AH diagnostics. It is important that you are comfortable in sales, reaching out to customers by picking up the phone and convincing the customers that you have something good to offer. The job is field-based.

Principal Accountabilities

- Carrying out sales and initiating sales promotion activities, advising, and guiding customers through customer visits, planning marketing activities, and product and application training.
- Overall responsible for a defined Pathology portfolio in Sweden, as well as sales budget and KPIs according to Business plan.
- Negotiating contracts with key accounts and purchase departments.
- Attending tenders and filling in product information.
- Contact with KOL.
- Work together with the Nordic team to develop sales for the defined products.
- Actively building and maintaining business relationships with customers and suppliers according to AH diagnostics' values and business strategy through sales and collaboration.

Background and Competences:

- Background with immunological and pathological techniques: ELISA, Multiplex assay, IHC, FISH, CISH, and ISH - IHC experience is very important, preferably from the clinical sector
- Result-oriented and documented sales and negotiation skills.
- Strong business understanding and analytical skills.
- Demonstrated ability to work independently, but also in a team.
- Knowledge and interest in working with both instruments and consumables.
- Fluent in Swedish and negotiation level in English - both in written and spoken language.
- Driving license and ability to travel and work flexible hours.
- Familiar with business management systems, including Microsoft Office, and CRM tools.

We Offer

We offer you an exciting and challenging position in a growing Nordic company. A position with continuous personal development and strong empowerment. We have a constant focus on being able to offer innovative and unique products within Life Science and diagnostics. A business environment where customers are at the center and where we combine humor with business. We offer a good salary package including, bonuses, pension etc.

Contact

For more information, please contact Country Manager Atif Javaid at +46 736 14 64 64 or atj@ahdiagnostics.se

Please send your resume and cover letter to hr@ahdiagnostics.com

About AH diagnostics

We provide reagents, instruments, and bio appliances for molecular biological and immunological research and diagnostics.

Professional sparring and guidance are the core of our work due to our high-technology products which are long-term investments. With products from more than 35 suppliers, we cover the complete workflow of our customers who work within health care, pharma, biotech, and universities.

We have almost 40 years of experience serving the Nordic Region, and our 50 employees work from offices in Copenhagen, Aarhus, Oslo, Stockholm, and Helsinki. Our headquarters is based in Aarhus.